DEC 89

CONSOLIDATED

Point Foundation
Income Statement
1 Month(s) Ended
DECEMBER 31, 1989
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	Current Period Amount	%	Year To Date Amount	%
INCOME STATEMENT				
SALES & ROYALTY INCOME:				
Sales - Subscriptions	37,023.00	-50.52	454,287.20	69.78
Sales - Back Issues	496.23	-0.68	7,916.82	1.22
Sales - Mailing List	2,868.43	-3.91	19,073.33	2.93
Sales - Direct Distribution	4,338.12	-5.92	80,750.05	12.40
Sales - Warner (natl news)	0.00	0.00	59,227.42	9.10
Book Sales:	4,646.04	-6.34	30,231.61	4.64
Royalty Income:	0.00	0.00	10,000.00	1.54
Change in Sub Liability	-137,818.83	188.07	-137,818.83	-21.17
INCOME SUBTOTAL	-88,447.01	120.70	523,667.60	80.44
OTHER INCOME:				
Chronicle Income	2,200.00	-3.00	28,600.00	4.39
Unclassifieds	268.50	-0.37	4,928.00	0.76
Misc Royalties	0.00	0.00	2,788.24	0.43
Production Projects	0.00	0.00	24,193.30	3.72
Contributions	12,298.00	-16.78	45,078.18	6.92
Interest Income	497.87	-0.68	3,898.57	0.60
Sale of Assets	0.00	0.00	25.00	0.00
Miscellaneous Income	-98.60	0.13	2,743.80	0.42
TOTAL OTHER INCOME	15,165.77	-20.70	112,255.09	17.24
Grants Income	0.00	0.00	15,100.00	2.32
TOTAL REVENUE	-73,281.24	100.00	651,022.69	100.00
COST OF SALES:				
Circulation Pay:	-2,847.00	3.89	-46,425.08	-7.13
Sub Fulfillment	-20,656.16	28.19	-89,462.36	-13.74
Circulation Promo:	-4,291.41	5.86	-27,688.40	-4.25
Credit Card Discount	-285.65	0.39	-2,964.54	-0.46
Direct Distributor	-1,310.55	1.79	-5,887.27	-0.90
Natl Newsstand (Warner)	-2,950.64	4.03	-11,601.04	-1.78
Printing Magazine	-23,226.23	31.69	-94,884.08	-14.57
Mailing List Fulfill	-59.56	0.08	-2,553.78	-0.39
Editorial Pay:	-4,116.01	5.62	-62,115.28	-9.54
Writers/Contributors	-30.00	0.04	-31,565.00	-4.85
Misc Edit Expenses	-330.25	0.45	-9,613.28	-1.48
Pre-Press	-4,171.49	5.69	-19,384.75	-2.98
Research Pay:	-1,236.00	1.69	-18,386.50	-2.82
Research Expense	-165.00	0.23	-5,148.62	-0.79
Production Pay:	-4,536.00	6.19	-53,010.00	-8.14
Outside Production Work	-83.99	0.11	-5,027.09	-0.77
Production Supplies	-122.65	0.17	-2,082.04	-0.32
Signal Book Project:	0.00	0.00	-420.00	-0.06
CD-ROM Project:	0.00	0.00	-870.28	-0.13
GBN Project Salaries	0.00	0.00	-9,934.99	-1.53

Point Foundation
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	Current Period Amount	Current Period %	Year To Date Amount	Year To Date %
Purchases - Books:	9,646.05	-13.16	-20,293.17	-3.12
Fulfillment - Books:	-319.82	0.44	-2,820.69	-0.43
Chronicle Expenses	-1,585.00	2.16	-21,531.09	-3.31
TOTAL COST OF SALES	62,677.36	-85.53	543,669.33	83.51
GROSS MARGIN	-135,958.60	185.53	107,353.36	16.49
GENERAL & ADMINIST. EXPENSE:				
Office Pay:	-2,003.04	2.73	-30,028.08	-4.61
Pub/Administrative Pay:	-2,110.67	2.88	-20,764.54	-3.19
Insurance:	-1,088.08	1.48	-7,343.68	-1.13
Paid Vacation Expense	-3,840.00	5.24	-8,064.00	-1.24
Kaiser Health Plan	-379.61	0.52	-3,828.44	-0.59
Taxes - Other	-550.00	0.75	-2,040.28	-0.31
Taxes - Payroll	-1,958.46	2.67	-25,058.60	-3.85
Salary Bonus	-1,700.00	2.32	-1,700.00	-0.26
Office/Computer Supplies	-159.24	0.22	-3,445.95	-0.53
Equip Rent/Maint/Spls	-449.46	0.61	-7,972.18	-1.22
Telephone	-542.56	0.74	-6,280.74	-0.96
Postage	-1,380.31	1.88	-10,210.03	-1.57
Rent + Bldg Maint:	-3,375.97	4.61	-40,446.60	-6.21
Utilities	-208.93	0.29	-3,978.47	-0.61
WEI Fundraising:	-2,441.42	3.33	-15,719.13	-2.41
Legal/Profsl/Copyright	-1,978.00	2.70	-4,433.00	-0.68
Interest + Penalties	-189.66	0.26	-2,522.98	-0.39
Bank Service Fees	-41.40	0.06	-554.20	-0.09
Misc Expense	-882.89	1.20	-1,320.93	-0.20
WELL repay expenses	0.00	0.00	2,995.81	0.46
TOTAL GEN. & ADMIN. EXPENSE	25,279.70	-34.50	192,716.02	29.60
Grants Expense	0.00	0.00	-15,075.00	-2.32
CHANGE IN FUND BALANCE	-161,238.30	220.03	-100,437.66	-15.43

COMBINED

Point Foundation
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DECEMBER 31, 1989
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	Current Period Amount	Current Period %	Year To Date Amount	Year To Date %
INCOME STATEMENT				
SALES & ROYALTY INCOME:				
Sales - Subscriptions	37,023.00	-50.52	454,287.20	69.78
Sales - Back Issues	496.23	-0.68	7,916.82	1.22
Sales - Mailing List	2,868.43	-3.91	19,073.33	2.93
Sales - Direct Distribution	4,338.12	-5.92	80,750.05	12.40
Sales - Warner (natl news)	0.00	0.00	59,227.42	9.10
EWEC Income	938.54	-1.28	6,841.06	1.05
WESC Income	18.00	-0.02	43.00	0.01
Best of CQ Income	545.00	-0.74	1,614.00	0.25
Media Lab Income	0.00	0.00	300.00	0.05
Signal Book Income	1,441.50	-1.97	13,252.01	2.04
Fringes Income	1,553.00	-2.12	5,408.54	0.83
CD-ROM Income	150.00	-0.20	2,773.00	0.43
CD-ROM Royalties	0.00	0.00	10,000.00	1.54
Change in Sub Liability	-137,818.83	188.07	-137,818.83	-21.17
INCOME SUBTOTAL	-88,447.01	120.70	523,667.60	80.44
OTHER INCOME:				
Chronicle Income	2,200.00	-3.00	28,600.00	4.39
Unclassifieds	268.50	-0.37	4,928.00	0.76
Misc Royalties	0.00	0.00	2,788.24	0.43
GBN Project Income	0.00	0.00	24,193.30	3.72
Contributions	1,688.00	-2.30	25,841.18	3.97
Contributions-Restoration	0.00	0.00	3,510.00	0.54
Contrib-WholeEarth Institute	10,610.00	-14.48	15,727.00	2.42
Interest Income	497.87	-0.68	3,898.57	0.60
Sale of Assets	0.00	0.00	25.00	0.00
Miscellaneous Income	-98.60	0.13	2,743.80	0.42
TOTAL OTHER INCOME	15,165.77	-20.70	112,255.09	17.24
Grants Income	0.00	0.00	15,100.00	2.32
TOTAL REVENUE	-73,281.24	100.00	651,022.69	100.00
COST OF SALES:				
Circulation Salaries	-2,847.00	3.89	-45,909.08	-7.05
Circulation OPS	0.00	0.00	-516.00	-0.08
Sub Fulfillment	-8,294.15	11.32	-36,237.72	-5.57
Sub Premium Offers	-9,736.97	13.29	-25,075.72	-3.85
MacSub Fulfillment OPS	-154.00	0.21	-154.00	-0.02
MacSub Fulfillment-Salaries	-2,471.04	3.37	-27,994.92	-4.30
Misc Circ Promo	-329.00	0.45	-3,926.90	-0.60
Renewals	-948.73	1.29	-10,175.21	-1.56
Direct Mail	0.00	0.00	-2,166.00	-0.33
Inserts	-3,013.68	4.11	-11,420.29	-1.75
Credit Card Discount	-285.65	0.39	-2,964.54	-0.46
Direct Distributor	-1,310.55	1.79	-5,887.27	-0.90

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	Current Period Amount	Current Period %	Year To Date Amount	Year To Date %
Natl Newsstand (Warner)	-2,950.64	4.03	-11,601.04	-1.78
Printing Magazine	-23,226.23	31.69	-94,884.08	-14.57
Mailing List Fulfill	-59.56	0.08	-2,553.78	-0.39
Editorial Salaries	-4,116.01	5.62	-57,115.28	-8.77
Editorial OPS	0.00	0.00	-5,000.00	-0.77
Writers/Contributors	-30.00	0.04	-31,565.00	-4.85
Misc Edit Expenses	-330.25	0.45	-9,613.28	-1.48
Pre-Press	-4,171.49	5.69	-19,384.75	-2.98
Research Salaries	-1,236.00	1.69	-18,386.50	-2.82
Research Expense	-165.00	0.23	-5,148.62	-0.79
Production Salaries	-4,536.00	6.19	-53,010.00	-8.14
Outside Production Work	-83.99	0.11	-5,027.09	-0.77
Production Supplies	-122.65	0.17	-2,082.04	-0.32
Signal OPS	0.00	0.00	-420.00	-0.06
CD-ROM Salaries	0.00	0.00	-359.00	-0.06
CD-ROM OPS	0.00	0.00	-425.00	-0.07
CD-ROM Expenses	0.00	0.00	-86.28	-0.01
GBN Project Salaries	0.00	0.00	-6,810.00	-1.05
GBN Expenses	0.00	0.00	-3,124.99	-0.48
Buy EWEC's	3,380.56	-4.61	-4,089.75	-0.63
Buy Best of CQ's	0.00	0.00	-203.76	-0.03
Buy Signal	1,343.79	-1.83	-8,244.32	-1.27
Buy Fringes of Reason	4,921.70	-6.72	-5,925.28	-0.91
Buy CD-ROM	0.00	0.00	-1,830.06	-0.28
Fulfill EWEC	-128.95	0.18	-955.72	-0.15
Fulfillment-Misc	-98.11	0.13	-171.31	-0.03
Fulfill Signal	-1.25	0.00	-1,098.84	-0.17
Fulfill Fringes of Reason	-91.51	0.12	-459.94	-0.07
Fulfill CD-ROM	0.00	0.00	-134.88	-0.02
Chronicle Expenses	-1,585.00	2.16	-21,531.09	-3.31
TOTAL COST OF SALES	62,677.36	-85.53	543,669.33	83.51
GROSS MARGIN	-135,958.60	185.53	107,353.36	16.49
GENERAL & ADMINIST. EXPENSE:				
Office Salaries	-2,003.04	2.73	-30,028.08	-4.61
Pub/Admin Salaries	-2,110.67	2.88	-16,051.54	-2.47
Pub/Admin Pre-Project	0.00	0.00	-4,713.00	-0.72
Insurance - Workers Comp	-897.00	1.22	-5,158.08	-0.79
Insurance - Other	-191.08	0.26	-2,185.60	-0.34
Paid Vacation Expense	-3,840.00	5.24	-8,064.00	-1.24
Kaiser Health Plan	-379.61	0.52	-3,828.44	-0.59
Taxes - Other	-550.00	0.75	-2,040.28	-0.31
Taxes - Payroll	-1,958.46	2.67	-25,058.60	-3.85
Salary Bonus	-1,700.00	2.32	-1,700.00	-0.26
Office/Computer Supplies	-159.24	0.22	-3,445.95	-0.53
Equip Rent/Maint/Spls	-449.46	0.61	-7,972.18	-1.22
Telephone	-542.56	0.74	-6,280.74	-0.96
Postage	-1,380.31	1.88	-10,210.03	-1.57

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Income Statement
1 Month(s) Ended
DECEMBER 31, 1989

	Current Period Amount	Current Period %	Year To Date Amount	Year To Date %
Container Rent	-210.00	0.29	-2,510.00	-0.39
Building Rent	-3,069.30	4.19	-36,523.06	-5.61
Maintenance	-96.67	0.13	-1,413.54	-0.22
Utilities	-208.93	0.29	-3,978.47	-0.61
WEI Fundraising-Salaries	-18.00	0.02	-18.00	0.00
WEI Fundraising OPS	-2,000.00	2.73	-10,894.00	-1.67
WEI Fundraising Expenses	-423.42	0.58	-4,807.13	-0.74
Legal/Profsl/Copyright	-1,978.00	2.70	-4,433.00	-0.68
Interest + Penalties	-189.66	0.26	-2,522.98	-0.39
Bank Service Fees	-41.40	0.06	-554.20	-0.09
Misc Expense	-882.89	1.20	-1,320.93	-0.20
WELL repay expenses	0.00	0.00	2,995.81	0.46
TOTAL GEN. & ADMIN. EXPENSE	25,279.70	-34.50	192,716.02	29.60
Grants Expense	0.00	0.00	-15,075.00	-2.32
CHANGE IN FUND BALANCE	-161,238.30	220.03	-100,437.66	-15.43

Point Foundation
Balance Sheet
DECEMBER 31, 1989

ASSETS

CURRENT ASSETS:	
Cash - WestAmerica Bank	3,672.66
Cash-Wells Fargo/Mill Valley	281.88
Petty Cash	55.12
Cash/WorkingAssetsMoneyFund	63,039.89
Cash-CCS Postal Acct	1,114.18
TOTAL CASH IN BANK	68,163.73
A/R - Distributor	31,641.70
A/R - Mailing List-Misc	8,763.14
A/R - The Well	3,586.72
A/R - Chronicle	4,950.00
A/R - Employee Kaiser	488.93
A/R - Employee	8,248.64
TOTAL ACCOUNTS RECEIVABLE	57,679.13
Inventory - WER	1,575.00
TOTAL INVENTORY	1,575.00
TOTAL CURRENT ASSETS	127,417.86
FIXED ASSETS:	
Furniture & Equipment	159,366.03
TOTAL FIXED ASSETS	159,366.03
Accumulated Depreciation(Cr)	-114,521.00
FIXED ASSETS (LESS DEPR.)	44,845.03
OTHER ASSETS:	
Investments: Zomeworks	30,000.10
Reserve for Losses	-24,800.10
Investments: The WELL	9,500.00
Deposits	125.00
Prepaid Taxes	1,328.00
Prepaid Expense	3,448.35
TOTAL OTHER ASSETS	19,601.35
TOTAL ASSETS	191,864.24

Point Foundation
Balance Sheet
DECEMBER 31, 1989

LIABILITIES & EQUITY

CURRENT LIABILITIES:	
A/P - Trade	39,958.22
A/P - Chronicle	465.00
SWT Payable	285.56
SDI Payable	88.04
FWT Payable	1,400.87
FICA Payable	1,871.28
Sub Advances - Current	252,004.00
TOTAL CURRENT LIABILITIES	296,072.97
LONG TERM LIABILITIES:	
Contract Payable - Long Term	15,028.63
Notes Payable - Long Term	20,000.00
Sub Advances - Long Term	284,056.70
TOTAL LONG TERM LIABILITIES	319,085.33
TOTAL LIABILITIES	615,158.30
Fund Surplus Beginning	-322,856.40
INCREASE/(DECREASE) IN FUND	-100,437.66
TOTAL LIABILITIES & EQUITY	191,864.24